



FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

PRIVATE SECTOR ENGAGEMENT

Through Feed the Future, the U.S. Government's global hunger and food security initiative, the United States is engaging the private sector in a meaningful, comprehensive way to meet the global food security challenge of feeding the world's growing population and ending hunger for nearly 842 million people. The U.S. Government cannot achieve global food security alone. We need businesses with expertise and a desire to expand into new markets to help make it happen.

Economic growth is one of the fundamental forces that will transform the developing world and is the most resilient way to accelerate development and eradicate extreme poverty. A vibrant private sector is critical to create conditions where development assistance is no longer needed. Our private investment portfolio for food security has established relationships with Partners in Food Solutions (which includes General Mills, Cargill, DSM and Bühler), DuPont, Guts Agro Industry (the largest nutritional food producer in Ethiopia) and other domestic and international partners to expand their reach into Africa and other food-insecure regions, leveraging millions of dollars in private investment for agriculture.



An aggregator's warehouse in Tamale, Ghana.
Credit: Alda Kauffeld

Work with Feed the Future: The Private Sector Engagement Hub

To help businesses navigate the process, discover opportunities for alignment and help us work together efficiently, we've developed a Private Sector Engagement Hub hosted on the Feed the Future website. The Hub provides a common platform for potential private sector partners to learn about collaboration opportunities within Feed the Future. Through the Hub's Public-Private Partnership Opportunity Explorer, interested private sector organizations can explore opportunities; register their specific interests with our partnerships team in the U.S. Agency for International Development (USAID) Bureau for Food Security; and meet the right person to address their partnership interest and answer their questions.

The Hub helps reduce the transaction costs for initial exploration of a partnership for both the private sector and the U.S. Government and provides transparency into how and with whom the U.S. Government partners. In doing so, this tool levels the playing field for organizations of any size and from any country, allowing them to engage the U.S. Government in exploring a partnership, including indicating interest and receiving a response.

Partnership in Action

Our private sector partners are thought leaders who bring market access, cutting-edge business practices and innovative insights to the development table. Collaboration and partnerships with the private sector advance the impact of sustainable development and foster private sector-led growth in emerging markets, which are fundamental to reducing poverty, fighting hunger and improving nutrition. Below are some examples of Feed the Future partnerships with the private sector.

Partnering for Innovation Program

The Feed the Future Partnering for Innovation program focuses on finding and commercializing agricultural technologies that can help smallholder farmers. There is a significant amount of existing research and development with the potential to make agriculture more productive, more efficient and more cost-effective. However, much of this technology has not reached markets in developing countries because of the risk associated with investing in emerging markets. Feed the Future Partnering for Innovation serves as a bridge between research and development and the private sector, forming robust partnerships that bring new technologies to the market and changing the way smallholder farmers do business.

Guts Agro Industry

USAID is collaborating with the Government of Ethiopia, the World Food Program (WFP), the PepsiCo Foundation and innovative local partners including Guts Agro Industry. This partnership expands Ethiopia's chickpea production potential, fosters economic growth and improves the availability and affordability of nutritious, locally sourced food products. Guts Agro Industry, in partnership with WFP, developed a pilot chickpea-based Ready-to-Use Supplementary Food (RUSF), considered to be an effective means of addressing moderate acute malnutrition in Ethiopia and elsewhere in Africa. They later invested in machinery to take the pilot program to scale and developed a convenient, ready-to-eat version of a local staple, shiro, which costs roughly the same as it does for families to make it themselves.

Walmart

In Central America since 2006, and more recently in Asia and Africa, the U.S. Government has been partnering with Walmart to train tens of thousands of farmers, a large percentage of whom are women, on fruit and vegetable production. These trainings increase yields, improve quality of crops and enable farmers to sell produce to Walmart and other retailers, leading to better livelihoods and expanded opportunities for women. Walmart's corporate buyers provide a consistent source of demand that empowers farmers to invest for the long term. Walmart benefits by having access to affordably priced, fresh, high-quality local produce to sell in its markets around the world. These partnerships also address some of Walmart's key sustainability concerns: supporting farmers and their communities, producing more food with less waste and sustainably sourcing key agricultural products.

DuPont

A three-year partnership between DuPont, the Government of Ethiopia and Feed the Future is increasing maize productivity by helping more farmers adopt improved seed varieties, reducing post-harvest losses, expanding access to credit and inputs and building the capacity of extension services to disseminate skills and best practices to Ethiopian maize farmers. By training smallholder farmers to use higher-quality inputs and production techniques, the program aims to help them transition from subsistence to self-sustaining farming operations.



A representative from DuPont Pioneer talks about the particular variety of maize Pioneer recommends for this agro-ecological zone at a demonstration plot in Zimbabwe. Credit: Emeldah Musevenzo